

Message Text

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64

ORIGIN EA-06

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DRAFTED BY EA/PRCM:PTLINCOLN,JR.:EBS

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P 230021Z NOV 74

FM SECSTATE WASHDC

TO USLO PEKING PRIORITY

INFO AMCONSUL HONG KONG PRIORITY

AMEMBASSY TOKYO PRIORITY

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LIMDIS

E.O. 11652: N/A

TAGS: BTRA

SUBJECT: BUSINESS TRAVEL: GULF OIL CORP. OFFICIALS

TOKYO PLS PASS EA/PRCM DIRECTOR ARMSTRONG.

1. GULF OIL WASHINGTON REPRESENTATIVES INFORMED DEPTOFF THAT TWO GULF OFFICIALS ARE GOING TO PEKING, AT THE INVITATION OF CHINA NATIONAL CHARTERING CORPORATION, TO DISCUSS MARINE BUNKERING CONTRACT ARRANGEMENTS IN CANADA, LATIN AMERICA AND US WEST COAST PORTS (THE LATTER FOR PRC-CHARTERED VESSELS ONLY). INVITATION FOLLOWS FROM PREVIOUS DISCUSSIONS ON BUNKERING GULF HAS HAD WITH PRC REPRESENTATIVES. THE TWO OFFICIALS--JOHN SCHRIEVER, GENERAL MANAGER OF INTERNATIONAL MARINE SALES,AND GEORGE DEAN, VICE PRESIDENT FOR INTERNATIONAL PETROLEUM PRODUCTS--EXPECT TO ARRIVE IN PEKING ON NOVEMBER 26. IN ADDITIONAL TO BUNKERING, THE GULF OFFICIALS HAVE TOLD PRCLO (WHICH CONVEYED THE INVITATION) THAT THEY WOULD BE

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PREPARED TO DISCUSS OTHER MATTERS, SUCH AS AVIATION FUEL

AT SOME OF THE NEW POINTS CAAC IS SERVING, PROVIDING AN
OFFSHORE DRILLING RIG, AND POSSIBLE SALE OF SMALL TANKERS.
GULF REP INDICATED SCHRIEVER AND DEAN WISHED TO CONTACT
USLO AFTER ARRIVAL; DEPTOFF GAVE THEM HERB HOROWITZ' NAME.

2. THIS INFORMATION IS COMMERCIALLY SENSITIVE. INGERSOLL

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